



Tech Data Expands Partnership with AvePoint in Asia Pacific and Japan

Partnership to enable Tech Data to drive further value for enterprises in Singapore, Malaysia, Hong Kong, India, Vietnam and Indonesia with an enhanced Microsoft Cloud solutions portfolio

Singapore, April 20, 2023: Tech Data, a TD SYNnex company, today announced the expansion of its strategic partnership with AvePoint, the most advanced platform for optimizing SaaS operations and securing collaboration, to provide comprehensive Microsoft 365 data management solutions in the Asia Pacific and Japan (APJ) region. The expanded partnership will now cover Singapore, Malaysia, Hong Kong, India, Vietnam, and Indonesia.

Through this collaboration, Tech Data will offer the AvePoint Confidence Platform to reseller partners and drive further value for enterprises around the Microsoft 365 productivity solutions. The AvePoint Confidence Platform is the only software as a service (SaaS) platform that offers an extensive suite of solutions to manage the entire data lifecycle in Microsoft 365. It offers critical cloud backup, archiving, security, governance as well as compliance solutions to enable customers to migrate, manage and protect Microsoft 365 data effectively.

Commenting on the development, Mark Tan, Vice President & Country General Manager of Tech Data Singapore said “As the cloud market continues to grow rapidly with 65.9% of application software spending projected to be for cloud technologies by 2025, up from 57.7% in 2022¹, this partnership with AvePoint is both timely and strategic for Tech Data. AvePoint’s solutions are a great complement to our existing Microsoft cloud portfolio, enabling us to offer partners and resellers a one-stop solution that goes beyond productivity and cybersecurity. We will also provide consultation and managed services to enable and equip our resellers, further enhancing their capabilities in serving their customers.”



The AvePoint Confidence Platform is hosted on Azure and available in 15 global data centres, backed by world class 24/7 support, which ensures operational efficiency for Microsoft 365 as well as data sovereignty.

“The shift to cloud-based solutions is a megatrend and AvePoint is dedicated to deliver innovative solutions that accelerate the cloud journey. AvePoint facilitates the migration of businesses to Microsoft 365, while ensuring that their data is protected, and collaboration is secured within the cloud,” **said Angela Choo, Vice President of Channel, Asia, AvePoint.**

“We are thrilled to partner with Tech Data and are confident that we will benefit from their vast global ecosystem of technology providers and partners.”

Tech Data’s Centre of Excellence will also play a key role by enabling the reseller partners to go-to-market with add-on solutions such as Data Protection, MS Teams Management, securing Microsoft 365 with building zero trust frameworks, among other benefits. The AvePoint Confidence Platform will soon be available in other APJ markets such as Malaysia, Hong Kong, India, Vietnam and Indonesia.

¹[Gartner: Gartner Says More Than Half of Enterprise IT Spending in Key Market Segments Will Shift to Cloud by 2025](#)

About Tech Data

Tech Data, a TD SYNnex (NYSE: SNX) company, is a leading global distributor and solutions aggregator for the IT ecosystem. We’re an innovative partner helping more than 150,000 customers in 100+ countries to maximize the value of technology investments, demonstrate business outcomes and unlock growth opportunities. Headquartered in Clearwater, Florida, and Fremont, California, TD SYNnex’s 23,500 co-workers are dedicated to uniting compelling IT products, services and solutions from 1,500+ best-in-class technology vendors. Our edge-to-cloud portfolio is anchored in some of the highest-growth technology segments including cloud, cybersecurity, big data/analytics, IoT, mobility and everything as a service. TD SYNnex is committed to serving customers and communities, and we believe we can have a positive impact on our people and our planet, intentionally acting as a respected corporate citizen. We aspire to be a diverse and inclusive employer of choice for talent across the IT ecosystem. For more information, visit www.TDSYNnex.com or follow us on Twitter, LinkedIn, Facebook and Instagram.



About AvePoint

Collaborate with Confidence. AvePoint provides the most advanced platform to optimize SaaS operations and secure collaboration. Over 17,000 customers worldwide rely on our solutions to modernize the digital workplace across Microsoft, Google, Salesforce and other collaboration environments. AvePoint's global channel partner program includes over 3,500 managed service providers, value added resellers and systems integrators, with our solutions available in more than 100 cloud marketplaces. Founded in 2001, AvePoint is headquartered in Jersey City, New Jersey with 25 global offices. To learn more, visit www.avepoint.com.

Safe Harbor Statement

Statements in this news release that are not historical facts may be "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements may be identified by terms such as believe, expect, may, will, provide, could and should and the negative of these terms or other similar expressions. These forward-looking statements include, but are not limited to, statements regarding our ESG strategies and goals, and involve known and unknown risks and uncertainties which may cause the Company's actual results in future periods to be materially different from any future performance that may be suggested in this release. A description of risks and uncertainties relating to TD SYNnex can be found in its most recent Annual Report on Form 10-K and subsequent filings with the SEC and available at <http://www.sec.gov>. The Company assumes no obligation to update any forward-looking statements contained in this release.